

## Message Text

UNCLASSIFIED

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13

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-07 RSC-01 /019 W

----- 084670

R 221543Z NOV 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 6933

UNCLAS LAGOS 10786

E.O. 11652: N/A

TAGS: EINV, BEXP, MEPD, NI

SUBJECT: LACK OF US RESPONSE ON SUGARMILL BID

REF: (A) STATE 253667; (B) LAGOS 10414; (C) LAGOS A-41

1. NUMAN SUGAR PROJECT REPORTED BRIEFLY REF (C). EMBASSY DID NOT "ASSUME" FULTON INTEREST IN PROJECT. AS STATED REF(B), WE WERE TOLD THAT FULTON HAD FAILED TO RESPOND TO AUG 22 INVITATION TO BID. EMBASSY WAS CONCERNED WITH THIS APPARENT FAILURE BY U.S. FIRM TO REPLY, A COMPLAINT WE TOO FREQUENTLY RECEIVE FROM LOCAL BUSINESS PEOPLE WHO HAVE BEEN FRUSTRATED IN THEIR ATTEMPTS TO ELICIT FROM U.S. FIRMS RESPONSE TO A VARIETY OF PROPOSALS. OF GREATER IMPORTANCE WAS OUR CONCERN THAT U.S. FIRM NOT MISS OPPORTUNITY TO STUDY PROPOSAL WHICH MIGHT HAVE BEEN OF INTEREST TO IT.

2. IN CONVERSATION PRIOR TO REF (B), CDC EXEC. DIR. TOLD EMBOFF THAT EVEN THOUGH FULTON ESSENTIALLY HAD BEEN WRITTEN OFF IT COULD STILL BID IF IT HAD STRONG INTEREST IN DOING SO. WHEN INFORMED THAT FULTON HAD NOT RECEIVED INVITATION TO BID AND HAD NOT KNOWLEDGE WHATSOEVER OF PROJECT BUT THAT IT OR ALTERNATIVE AMERICAN FIRM MIGHT CONSIDER BIDDING AFTER RECEIVING FULL DETAILS HE DEMURRED. CDC IS PREPARED TO GO WITH ONE OF THE FIVE FIRMS WHICH SHOWED INTEREST AND DOES NOT AT THIS LATE STAGE WISH TO INVOLVE OTHER THAN THOSE FIVE FIRMS. EXEC DIR ADDED THAT IT WOULD BE DIFFICULT FOR A U.S. FIRM TO PREPARE IN ABOUT TWO MONTHS A BID COMPETITIVE WITH THOSE OF FIRMS WHICH HAD HAD OVER FIVE MONTHS TO PREPARE.

REINHARDT

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SUGAR, FOREIGN INVESTMENTS, PROPOSALS (BID)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 NOV 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974LAGOS10786  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740340-0182  
**From:** LAGOS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19741121/aaaaarby.tel  
**Line Count:** 60  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** (A) STATE 253667; (B) LAGOS 10414; (, C) LAGOS A-41  
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**Review Authority:** boyleja  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 NOV 2002  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** LACK OF US RESPONSE ON SUGARMILL BID  
**TAGS:** EINV, BEXP, US, NI  
**To:** STATE  
**Type:** TE  
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